Commitment and innovation to reduce health inequalities
## Summary

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Message from the President

Poverty, sickness, war and every other form of injustice are part and parcel of the world in which we live today. No one can ignore them. If we wish to achieve a more equitable human environment, we must make an even greater effort to meet the demands of humanitarian partnership. How we behave and what we do will form the measuring rod for our humanity and sense of social responsibility. For more than 15 years, sanofi aventis has been committed to humanitarian partnership, building on its rich heritage, broad expertise and core values. When we created the Sanofi Espoir Foundation on October 2, 2010, our goal was to provide an appropriate framework and resource platform for helping reduce healthcare inequalities over the long term, in addition to our capacity to respond immediately to humanitarian emergencies. Our actions are determined by the quality of the partnerships we have forged, and a creative approach to helping those who are most in need to escape from the vicious circle of disease and poverty. I am convinced that these humanitarian partnerships - fruitful blends of ideas and skills closely tailored to the needs of specific communities and countries - will stimulate social innovation and help reduce major healthcare inequalities. Humanitarian partnership means giving a small part of ourselves to others. It should be a global standard, and a powerful beacon of hope to a world in need.

Jean-François Dehecq
President of the Sanofi Espoir Foundation
The Foundation’s Guiding principles

Founded on October 2, 2010 by sanofi-aventis Group, the Sanofi Espoir Corporate Foundation is tasked with supporting actions of general interest in the healthcare field on an international scale.

The Foundation’s mission is to contribute to reducing health inequalities, particularly among the most needy, by focusing on key issues in prevention, training and access to care.

In addition to responding to humanitarian emergencies, the Foundation’s objective is to partner projects that impact health and development in such a way as to reduce the economic burden of disease and break the illness/poverty cycle.

The Foundation’s actions are in line with the Millennium Development Goals*, particularly those relating to fighting diseases, improving maternal and child health, and fighting poverty.

The Foundation provides a dedicated operating framework, a governance and additional resources to gain better leverage from initiatives already underway, and a stimulus for new projects as an ideas lab.

* For more information : www.un.org/millenniumgoals
The Foundation’s Five priorities

► For peoples and patients: support and develop programs that help reduce health inequalities for the most needy population.

► For aid to national development: reduce the economic burden of diseases and the disease/poverty cycle.

► For the company’s reputation: demonstrate sanofi-aventis’s social responsibility as a public health player through concrete actions.

► For affiliates of sanofi-aventis: help strengthen the Group’s of sanofi-aventis local involvement in areas where it operates by building a strong network of partnerships (health authorities and workers, NGOs, other foundations, etc.).

► For employees: provide a reason for pride in belonging to the Group and encourage their understanding and involvement.
The Foundation operates in 3 main areas to enhance the value of the skills and programs developed in recent years, and also to foster social innovation:

- responding to crisis situations and humanitarian emergencies,
- supporting international solidarity programs with a strong potential for socially impacting recipient communities,
- strengthening the mobilization of human potential, especially the various forms of Group employee involvement.

The Foundation’s core action is dedicated to partnerships in the field:

Whose main focus is on providing better access to health to address essential needs (healthcare education, training health workers, affordable care, etc.) and fight diseases found in developing countries.

Which are built with matching partners (local players, health workers, NGOs, hospitals, health authorities, organizations and foundations, etc.) who unite their skills to help the communities in question.
Responding to humanitarian emergencies to assure access to healthcare for the victims and displaced people

Healthcare is one the most vital needs in humanitarian disasters. Depending on local requirements in the field, actions may result in donations of medicines and vaccines, framed by a charter which is based on the guiding principles of the World Health Organization, and by financial donations to field workers to carry out emergency and post emergency operations.

Support aid to development to reduce health inequalities over the longer term

Using an approach different to that needed for humanitarian emergencies, but which is not based on charity or simple relief aid, the Foundation wishes to participate in building longer term partnerships that can permanently reduce health inequalities.

• Fighting non communicable diseases (as Childhood cancers)
• Fighting communicable (e.g. tuberculosis) and neglected diseases (e.g. leishmaniasis, Buruli ulcer, and mental diseases)
• Improving primary healthcare, fighting against maternal & child mortality
To best meet its objectives, the Foundation uses Guidelines* to select projects according to the key criteria of convergence, social utility, local ownership, inclusive partnerships, and innovation.

The Foundation has also introduced practical impact criteria, developed with key partners, using indicators that reference:

- the beneficiaries,
- health professionals,
- national health policies,
- the Millennium Development Goals.

* Guidelines for selecting projects on www.fondation-sanofi-espoir.com
The Sanofi Espoir Foundation is built on three complementary governance bodies:

A **Board of Directors** which meets at least twice a year to define the broad directions, approve of strategic projects and ensure the proper management of the Foundation.

A **Selection Committee** which meets at least twice a year to make recommendations to the Board of Directors, screen new projects and initiate the implementation of projects.

The **Foundation Team** which puts forward new projects, monitors and evaluates those underway, coordinates humanitarian emergencies, helps mobilize the Group’s employees, coordinates the Selection Committee and advises subsidiaries about their humanitarian solidarity agendas.

**The Board of Directors**

It comprises:

- 8 founding members
- 2 members of staff
- 5 external experts

**The college of the founder’s representatives:**

*Serge Weinberg*, **Chairman of the Board of Directors of sanofi-aventis**

Born in 1951, Serge Weinberg has a law degree, graduated from the Institute of Political Studies and is a former student at ENA (1976). After various assignments as a sub-prefect from 1976 to 1981, he became chief of staff for Laurent Fabius, the Minister for the Budget in 1981. After being Deputy Director General (Finance) of FR3 (1982-1983), he was appointed CEO and Chairman of Havas Tourism from 1983 to 1987. After three years as CEO of Pallas Finance, he joined the Pinault Group in 1990 as President of the CFAO. He was then Chairman and CEO of Rexel from 1991 to 1995 and chaired the board of PPR for ten years. In March 2005, he founded Weinberg Capital Partners, an investment company that manages a fund specializing in LBOs and in real estate. Since May 17, 2010 he has been Chairman of the Board of Directors of sanofi-aventis. Serge Weinberg was also been non-executive Chairman of the Board of Accor from 2006 to 2009. He is a member of the Attali Commission to spur growth in France from 2007 to 2008 and in 2010. He is a member of the board of Schneider Electric, the AFEP (French Association of Private Enterprises) and is also a founding member and treasurer of the French Brain and Spinal Cord Institute (ICM).
**Chris Viehbacher, CEO of sanofi-aventis**

Chris Viehbacher, born March 26, 1960, holds German and Canadian nationalities.
He is a graduate of the Queens University (Ontario - Canada) and a certified public accountant.
After beginning his career at PriceWaterhouseCoopers, he acquired broad international experience from 1988 to 2008 in Europe, in the United States and in Canada with the GlaxoSmithKline (GSK) company. In his last position, Chris Viehbacher was President, Pharmaceutical Operations North America, a member of the board and Co-Chairman of the Portfolio Management Board.
As from December 1, 2008, Chris Viehbacher is a sanofi-aventis board member, CEO and a member of the Strategy Committee.
Chris Viehbacher is a Board member of PhRMA in the United States.
Chris Viehbacher is married with three children. He speaks French, English and German: he lived in France for nine years and was made a knight of the French Legion of Honor in 2003.

**Jérôme Contamine, Executive Vice President, CFO**

Jérôme Contamine is a Graduate of Ecole Polytechnique (X), France's most prestigious engineering school, and ENSAE, the national statistics and economics engineering school, affiliated with the Ministry of Finance.
He graduated from the elite ENA - Ecole Nationale d’Administration - opting for the French Court of Audit - "Cour des Comptes" in 1984.
After 4 years at the "Cour des Comptes", as a Senior State General Auditor, he joined Elf Aquitaine in 1988, as advisor to the Chief Financial Officer, and became Group Finance Director & Treasurer in 1991. He became the General Manager of Elf Petroleum Norway in 1995, after being named Deputy Vice President of Elf Upstream Division for Europe and the U.S. In 1999, he was appointed Head of the taskforce for integration with Total, in charge of the reorganization of the merged entity, TotalFinaElf, and became, in 2000, Vice President Europe and Central Asia, Upstream Division of Total.
The same year, he joined Vivendi Environnement as CFO and Deputy General Manager. In 2003, he became Senior Executive Vice President, Deputy General Manager and Chief Financial Officer of Veolia Environment. He was appointed to his current position in March 2009.
**Hanspeter Spek, President, Global Operations**

Hanspeter Spek graduated from business school in Germany. In 1974, he completed a management training program at Pfizer International, and then joined Pfizer RFA as a junior product manager. He served in various positions at Pfizer RFA, including as manager of the marketing division. Mr. Spek joined Sanofi Pharma GmbH, a German subsidiary of Sanofi, in 1985 as Marketing Director, and served in various positions in Germany and then at Sanofi in France, before being named Senior Vice President Europe following the merger with Synthélabo in 1999. He served as Executive Vice President, International Operations from October 2000, until January 2003, when he was named in charge of worldwide operations of Sanofi-Synthélabo. He was appointed Executive Vice President in August 2004 and then President, Global Operations in November 2009.

**Gilles Lhernould, Senior Vice President, Corporate Social Responsibility**

Gilles Lhernould holds a diploma in pharmacy and a master's degree (DEA) in industrial pharmaceutics. He began his career as manufacturing supervisor at Laboratories Bruneau and joined one Sanofi’s subsidiaries in 1983 where he managed the production and later the factory. He then served in a variety of positions within the Sanofi group, including Director of Human Resources. Following the merger with Synthélabo, he served as Vice President for integration, and then Vice President of Information Systems before being named Senior Vice President Industrial Affairs for Sanofi-Synthélabo in 2001. In 2004, he was appointed Senior Vice President, Industrial Affairs, sanofi-aventis and in 2008, Senior Vice President, Human Resources, sanofi-aventis. He was appointed to his present position in October 2009.

**Laure Thibaud, Senior Vice President, Communication**

Laure Thibaud started her career as a Public Relations consultant before working for Alain Afflelou as Communication Manager. In 1990, she joined the GSK Group for 17 years in which she successively held the following positions: in France, Head of Public Relations and Director of Communications; in London, Vice President Communications Europe; and in Brussels, Vice President External Affairs Europe. Since 2007, Laure Thibaud had been global Executive Vice President Communications and Sustainable Development of the AXA Group. She was appointed to her current position in June 2009.
**Robert Sebbag, Vice President, Access to Medicines**

Dr. Robert Sebbag is currently Vice President Access to Medicines at sanofi-aventis. This Division is involved in developing the sanofi-aventis strategy for affordable medicines in southern hemisphere companies. Prior to joining sanofi-aventis, Dr. Sebbag worked in Brussels for the European Pharmaceutical Industry Association (EFPIA) where he was responsible for building a communication platform for all pharmaceutical companies operating in Europe. Previously, he served as Senior Vice President Communications at Aventis Pasteur (now Sanofi Pasteur), a vaccine specialist. In addition to his activities within the pharmaceutical industry, Dr. Sebbag is a research associate with Paris hospitals (tropical diseases, parasitic diseases and AIDS) and a lecturer at the University of Paris VI. Dr. Sebbag is also a Board member of the French Red Cross and has participated in many humanitarian missions in the developing world. He is a trained medical doctor specializing in tropical and parasitic medicine, and has a background in psychiatry.

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**Caty Forget, Managing Director of the Sanofi Espoir Foundation**

Caty Forget has a Master's in biology and in genetics and an MBA in International Food Management from ESSEC Business School. She joined Specia in 1981 first as a medical representative and then as training and communication manager and later joined Rhone-Poulenc as head of communication and innovation. In 1995, she participated in the creation of the Rhone-Poulenc-Institut de France Foundation and became the Executive Manager in 1996. Over the years, her career has demonstrated a commitment to innovate in the service of others: she introduced training sessions in basic medical vocabulary for secretaries in 1984, launched an internal network of solidarity and volunteering in 1996, created a «Springboard for creating human health companies» in 1998, launched an educational program for safeguarding the World Heritage with UNESCO and sustainable agriculture programs in developing countries with CIRAD in 1999, created the European Science Generation program in 2002 and «My Child Matters» to fight against childhood cancer in developing countries in 2005. Since October 2009, she has been Senior Director of Humanitarian Partnerships, reporting to the Corporate Social Responsibility Division.
The college of staff representatives:

**Françoise Pierre, Project Manager - Foresight & Strategic Initiatives Division**

Starting out as in an internship at Laboratories Clin-Midy for a library science diploma, Françoise Pierre has been a technical librarian in the Group since 1978 (oncology, infectious and parasitic diseases, antithrombotics, environment, healthcare policies etc.), and a project officer for the Foresight & Strategic Initiatives Division for sanofi-aventis Research and Development. Françoise Pierre has also been Secretary of the Group’s European Works Council since its inception in 2002, and a member of the CFDT trade union. She is particularly interested in access to care issues.

**Cristina Moscardi, Communication Director Brazilian affiliate**

Cristina Moscardi has been with the Group since 1985 and Communication Manager for sanofi-aventis in Brazil since 1991. She has been involved in some 40 Communication Department-led sponsoring operations in the field of healthcare and humane treatment. Fifteen of these have developed into long-term programs, mostly in partnership with public institutions. A literature graduate and a sworn French-Portuguese translator, Cristina Moscardi lectures on the theme of humane healthcare in hospitals and co-authored Recreational Environments for Children in Hospital - experiences in more humane healthcare, published in 2007.
Jean-François Dehecq, President of the Foundation

Jean-François Dehecq was born in 1940 and graduated from the Ecole Nationale des Arts et Métiers. After spending a year as a math teacher in the College Saint-Vincent in Senlis, he completed his military service in scientific research for the French Army Nuclear Propulsion Department. In 1965 he joined the economic department of the Société Nationale des Pétroles d’Aquitaine (now Elf Aquitaine), became assistant to the Executive from 1969 to 1971 and then an operating engineer at the Lacq plant, a major gas site in France. In 1973 he became Managing Director of Sanofi, the emerging Healthcare wing of Pétroles d’Aquitaine. From 1982 to 1988 he was Vice Chairman and then Chief Executive Officer of Sanofi in February 1988. In 1999, he became Chairman and Chief Executive Officer of Sanofi Synthélabo. In 2004, he organized the sanofi-aventis merger, and became the Chairman and CEO until December 2006 and Chairman from January 2007 to May 2010. Since mid-2010, he has been Honorary Chairman of sanofi-aventis and President of the Sanofi Espoir Corporate Foundation. Since March 2009 he has been Chairman of the Strategic Orientation Committee of the French government’s Strategic Investment Fund. From November 2009 to March 2010 he was President of the French General Committee for Industry. And since July 2010 he has been Vice-President of the National Industry Conference.

Alice Dautry, Managing Director of the Institut Pasteur

Professor Alice Dautry is Managing Director of the Institut Pasteur, a private state-approved foundation dedicated to biomedical research, public health, education and training. Alice Dautry has spent her career in both France and the USA (the National Institutes of Health (NIH) and the Massachusetts Institute of Technology (MIT)) in research, research management and teaching, as Professor at the Ecole Polytechnique and Director of the Molecular Biology Cell course at the Institut Pasteur. She is the author of many scientific publications in the fields of cell biology, immunology, receptors and infectious agents. Alice Dautry has also had many other responsibilities: advisor and evaluator for research and higher education institutions, and a member of scientific councils and boards of directors in France and Europe. She currently serves on the Board of Directors of the Ecole Polytechnique, Sanofi-Pasteur, the Chr Hansen company (Denmark), the Austrian Institute of Science and Technology (Austria), the Drugs for Neglected Diseases Initiative (Switzerland) and Pasteur Institutes around the world. She is also a member of the Leopoldina Academy and the Academy of Technology. Alice Dautry is an officer of the French Legion of Honor and Legion of Merit.
Jean-Michel Severino, Chief State Auditor, Member of the Academy of Technology, President of the French Water Partnership (PEE)

An Auditor at the Treasury, Jean-Michel Severino was previously director of development at the French Ministry of Cooperation, Vice-President for East Asia at the World Bank, and Director General of the French Development Agency (AFD).

Jean-Michel Severino writes regularly for the French and international press. On October 21, 2007, he launched the Ideas for development blog with Josette Sheeran, Donald Kaberuka, Kemal Dervis, Pascal Lamy, Abdou Diouf and Supachai Panitchpakdi where the authors share their views on the major challenges facing developing countries and how best to tackle them. He published two books in 2010: Ideas about development, with Jean-Michel Debrat, (Cavalier Bleu), and Africa's Moment, with Olivier Ray (Odile Jacob).

Grace Kodindo, Professor at Columbia University Mailman School of Public Health

Grace Kodindo is an obstetrician born in Chad, and a recognized expert in maternal health issues. An Assistant Professor at Columbia University Mailman School of Public Health, she received the prestigious Millennium Development Goal Champion Torch award for her efforts in defending the cause of maternal and reproductive health. The Columbia University Mailman School of Public Health is recognized internationally as a reference in maternal health. Dr. Grace Kodindo also inspired the documentaries Dead Mums Don’t Cry based on her struggle to improve maternity conditions in N’Djamena, and Grace Under Fire on access to healthcare for displaced peoples. She is a member of the RAISE network (Reproductive Health Access Information, and Services in Emergency Initiative).
Juan Antonio de Castro de Arespacochaga, Professor and Director of the Development Policy Group (GPD) at the University Complutense in Madrid (Spain)

Born in Madrid in 1955, with a doctorate in international economics, he is currently Professor and Director of Development Policy Group at the Complutense University in Madrid (Spain) and has been professor at Nebrija University in Madrid and the University of Geneva, Switzerland. He is also Director of the International Department of «GNOSS Semantic System» and a strategy consultant to several governments in Africa and Latin America, as well as to international organizations in the areas of the knowledge economy, sustainable development and green competitiveness.

For over 23 years he was a permanent employee of the United Nations Conference on Trade and Development (UNCTAD) in Geneva. He is the founder of and has led the BIOTRADE initiative (competitiveness, development and biodiversity) and is now launching GRECO (Green Competitiveness In The Mediterranean) with the Regional Action Centre for Cleaner Production (CP/RAC) in Barcelona.

The leading economist for the Special Mission for Peace in Afghanistan tasked by the UN Security Council (1994-95), he has also worked at the Economic Commission for Latin America and the Caribbean (ECLAC), in Chile, and at the SELA in Caracas. He is the Director of the Research Department of the Central-Hispano Bank (now Banco Santander), Madrid and is also a member of the Commission on Globalization in the «Forum on the World Situation.» He is the author of various books and publications in his areas of expertise.
Examples of ongoing development aid programs

In 2010, healthcare programs were carried out with 75 partners (NGOs, hospitals, health centers) to assist 56 countries, including humanitarian emergencies (5 countries: Chile, China, Guatemala, Haiti and Pakistan), 2010 grants to employees’ projects (23 countries), and development aid programs (37 countries).

Here, are a few illustrations from each of field of action of the Foundation’s commitment to its partners to help reduce health inequalities.

→ Fighting noncommunicable diseases

Improving the management of childhood cancer in low and middle income countries

The My Child Matters program is a unique initiative developed together with the Union for International Cancer Control to combat childhood cancer in developing countries. Each year more than 160,000 children have to face cancer, and some 90,000 die from it. In industrialized countries, the cure rate is around 80%. But in developing countries where 80% of children with cancer live, difficulties in access to early diagnosis, information and care bring down this figure to 20% and even 10%. My Child Matters aims to reduce the inequality between industrialized and resource-poor countries, by supporting projects in hospitals run by NGOs in countries where pediatric oncology is still not yet mature. Since it was launched in 2005, this initiative has already helped support 40 field projects in 26 countries. By virtue of the number of countries involved, My Child Matters has become one of the most important initiatives for combating childhood cancer in emerging and developing countries. It combines funding to support projects with networking among international experts to help strengthen local expertise by committing to progress and solidarity. As part of its social responsibility agenda, sanofi-aventis has already devoted 3 million euros to this action, which now continues under the auspices of the Sanofi Espoir Foundation.
Fighting communicable and neglected diseases

Fighting tuberculosis in the slums of Mumbai, India

The Foundation supports the program of the NGO Inter Aide to help health authorities and local stakeholders reduce the economic impact and risk of tuberculosis infection in the slums of Mumbai. In these poor, densely populated neighborhoods, TB is one of the primary causes of mortality as well as disability and unemployment. The program provides capacity for public health centers to improve care and patient monitoring, reduce regimen non-compliance, and drive up the cure rate. The teams visit private doctors in slums to encourage them to send their patients to public or association-based centers where treatment will be given free of charge. They set up centers to deliver DOTS (Directly Observed Treatment Short Course) inside the slums (49 centers work with support from the Indian authorities). They are conducting awareness campaigns to alert people to the risks of this disease. In 2011, the program will be extended to the outlying towns of Virar, Ulashnagar and Mira Bhayander.

Preventing disability due to Buruli ulcer in Togo

The World Bank estimates that among people living below the poverty line, 1 in 5 is disabled. Disability creates additional costs, resulting in loss of income, restricts access to health, education, employment, and community life, and forces people with disabilities and limited resources into social and economic exclusion. The Sanofi Espoir Foundation partners the NGO Handicap International in Togo to fight Buruli ulcer, the third most frequent mycobacteriosis after tuberculosis and leprosy. The actions on the ground in support of the country’s Ministry of Health and local stakeholders involve community awareness-raising, training health professionals, the detection and early management of patients, and rehabilitating those with disabilities. In 2011, this program will be extended to a second coastal region in Togo and Benin, with the transfer of skills in motor physiotherapy and rehabilitating people with disabilities.
Improving primary healthcare, fighting maternal and infant mortality

Helping street children in Manila, Philippines

For 18 years, the Virlanie association has been supporting the most needy children in Manila to get off the street and escape from violence, drugs, prostitution and organ trafficking. The goal is to help them find a place in society and become active citizens. Today, approximately 240 children and young adults aged 0-22 live in the twelve Virlanie family houses. The Sanofi Espoir Foundation supports Virlanie’s healthcare activities with children and young adults both on the street and in foster homes. Some 1,200 children are taken into care each year.

An innovative healthcare + micro-finance project to fight maternal and infant mortality in Nepal

Nepal is one of the most vulnerable countries in Asia ranking 142nd on the global human development index. The Sanofi Espoir Foundation supports the program implemented by the NGO Médecins du Monde in Nepal, which offers an innovative, integrated approach to reproductive health services and micro-finance. The goal is to fight infant (41/1000 births) and maternal mortality (90% of maternal deaths are due to pregnancy-related complications) in the mountainous region of Sindupalchok where only 5% of deliveries take place in a healthcare center. This initiative boosts the capacity of government health institutions by providing training and procuring essential equipment and drugs. Women-only micro-finance groups can combine economic development with educational activities in communities around the question of reproductive health. From January 2011, the program will be extended to 10 new townships. For 12,608 women of childbearing age, the program has provided access to health education and medical services, and 9,426 homes have received micro-finance aid.
An innovative project combining remote healthcare with mutualized insurance to fight infant mortality in Mali

In Mali, one in every five children does not reach the age of five, and maternal mortality is 120 times higher than in developed countries. The association Pesinet has developed an innovative concept of providing access to primary healthcare for children up to five years old, using mobile and internet technologies. A mobile phone application enables community health workers to collect and send data to a database that can be monitored remotely in real-time by the local doctor. A mutualized health insurance system pays for this service. For less than one euro per month – the equivalent to an average day’s work - families can afford a health examination for their children every week by the association workers, and free medical consultation in case of anomalies detected remotely by the doctor, together with discounted medicines to treat the child and free follow-up consultations if necessary. This project improves health monitoring of children, and educates families about prevention and early care. In 2011, the project will be extended to other health centers and is expected to provide healthcare to another 4,000 children.
To encourage personal involvement and humanitarian action from employees, there has been a call to all subsidiaries for domestic and international projects every year for the past four years. In 2010, the Jury of internal and external experts in the fields of social responsibility selected the 30 healthcare projects that best met the criteria of utility, sustainability and feasibility for the recipients. Each of the projects proposed by Group employees active in associations received funding of €5,000. These 30 projects deliver support to communities in 23 countries: Armenia, Benin, Belarus, Burkina Faso, Cambodia, Cameroon, China, Congo, Guatemala, India, Indonesia, Kazakhstan, Kenya, Lebanon, Madagascar, Morocco, Palestine, Paraguay, Salvador, Togo, Uganda, Venezuela, and Vietnam.
Dedicated to healthcare for all and a more caring world

Some examples through the world...
The Sanofi Espoir Foundation thanks all its partners with whom it is committed in a corporate responsibility agenda to help reduce inequalities in healthcare.